

Message Text

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PAGE 01 QUITO 05993 111510Z

62

ACTION ARA-20

INFO OCT-01 ISO-00 EB-11 COME-00 CIAE-00 INR-11 NSAE-00

RSC-01 DRC-01 /045 W

----- 104077

R 111348Z SEP 74

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 2415

INFO AMCONSUL GUAYAQUIL

UNCLAS QUITO 5993

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: OUTSIDE CONTRACTING OF WTDR REPORTS

REF: STATE 186718

A) FIXED FEE RATE OF US\$10 PER REPORT

B) 27 BEGINNING APRIL 1974

C) 21.8 PERCENT

D) CONTRACTOR'S REPORT USUALLY COVERS ALL THE INFORMATION REQUIRED. HOWEVER ADDITIONAL INFORMATION IS OBTAINED REGARDING BANKING REFERENCES SINCE CONTRACTOR HAS BEEN DEFICIENT IN THIS AREA.

E) REPORTS ARE WRITTEN IN ENGLISH, BUT DRAFTING IS NOT ALWAYS ADEQUATE AND THOROUGH REVISION HAS BEEN NECESSARY.

F) CONTRACTOR'S REPORTS ARE IN DRAFT. INFORMATION IS SUBMITTED IN FORMAT SIMILAR TO TELEGRAM FORM USED FOR TRANSMITTAL. COMMERCIAL SECTION SECRETARY TYPES THE FINAL TELEGRAM.

G) 12, 7, 20

H) BASED ON THE 27 WTDRS CONTRACTED OUT:

(1) 30 MINUTES, FSL

(2) REVISION OF THE ENGLISH COPY SUPPLIED BY THE CONTRACTOR, 15 MINUTES, FSL

(3) 15 MINUTES, FSL SECRETARY

I) PERSON-HOURS SAVED ON THE PREPARATION OF 27 WTDR AT AN AVERAGE OF 2.5 HRS, EACH: 67.5 HOURS. EMBASSY ESTIMATES AN AVERAGE OF 3.5 PERSON HOURS PER WTDR WHEN PREPARED ENTIRELY BY FSL PERSONNEL. THREE HOURS FSL TIME AND 1/2 HR. FSO.

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PAGE 02 QUITO 05993 111510Z

J) INFORMES-AGENCIA-ESTUDIOS. PROFESSIONAL ORGANIZATION ESTABLISHED IN

1956 WHICH SERVICES BANKS, INTERNATIONAL CREDIT ORGANIZATIONS AND OTHER

CLIENTS IN OBTAINING CREDIT, SALES AND FINANCIAL INFORMATION ON
ECUADOREAN FIRMS.

K) APRIL 1974.

L) OVERALL WORK PERFORMED IN SATISFACTORY. VERIFICATION OF INFORMATION

IS DONE ON A RANDOM SAMPLE BASIS. DISCREPANCIES HAVE BEEN FOUND BUT
WERE NOT SERIOUS ENOUGH TO WARRANT CHANGING THE APPRAISAL OF THE FIRM
ON WHICH THE WTDR WAS BEING PREPARED. EMBASSY IS IN CLOSE CONTACT WITH

THE FIRM TO OVERCOME DRAFTING PROBLEMS AND TO STANDARDIZE THE FORMAT.
THE FIRM HAS BEEN REASONABLY PROMPT. EMBASSY HAD NO PREVIOUS EXPERIENCE

WITH THE FIRM.

M) IF THE POST HAS A SUFFICIENTLY LARGE NUMBER (MORE THAN ONE A WEEK
AVERAGE) WE RECOMMEND IT CONTRACT THE WTDR'S. IT ALLEVIATES THE WORK
LOAD AND FREES PERSONNEL FOR OTHER TRADE PROMOTION TASKS.

N) EMBASSY'S GOAL WITH THE CONTRACTOR IS TO ENFORCE MORE ACCURACY IN
THE INFORMATION OBTAINED AND TO GET THE FIRM TO SUBMIT REPORTS
SUITABLE FOR TYPING IN FINAL. THE AMOUNT OF TIME SPENT IN VERIFYING
INFORMATION AND REVISING REPORTS IS STILL CONSIDERABLE.

BREWSTER

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NNN

Message Attributes

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Disposition Authority: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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